# RESO

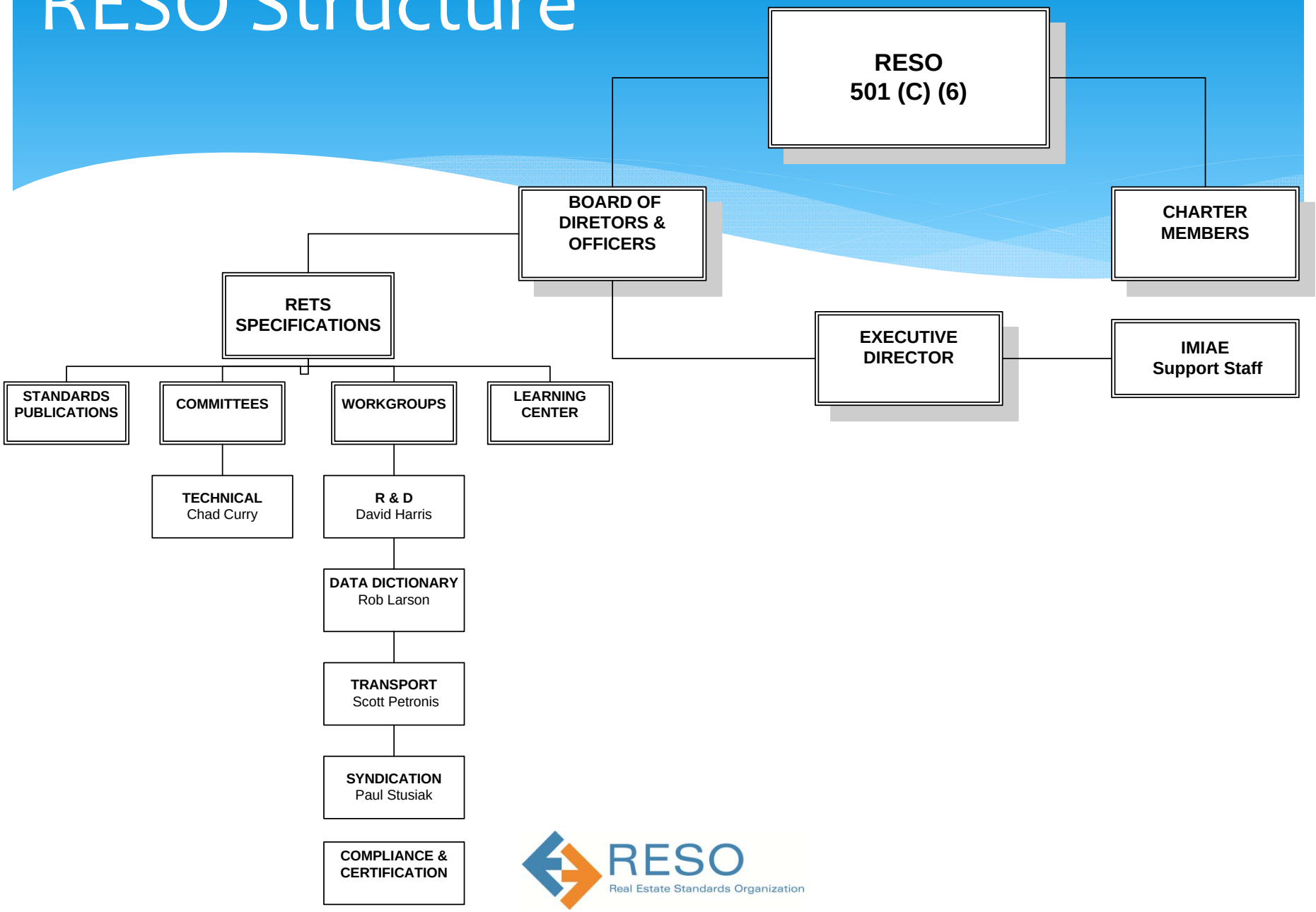
## Real Estate Standards Organization

**CHARTER MEMBER**

**National Association of Realtors**
**Annual Conference**
**Orlando, FL**
**Nov. 9, 2012**

RESO
Real Estate Standards Organization

# RESO Structure




RESO
Real Estate Standards Organization

# RESO Board of Directors 2013

| | | | |
|---|---|---|---|
| **MARK LESSWING**<br>NAR | **RICH LULL**<br>LPS MLS Solutions | **STEVE BYRD**<br>Carolina MLS | **DUANE FOUTS**<br>Home Smart |
| **CHAD CURRY**<br>NAR | **ROBERT OVERMAN**<br>Noshun Software | **RUSS BERGERON**<br>MRED MLS | **ROBERT TOOTHAKER**<br>CBRE |
| **CHIP MCAVOY**<br>Corelogic | **ART CARTER**<br>CRMLS | **JEREMY CRAWFORD**<br>MLS Listings, Inc. | ***Open Seat*** |
| **MARK WISE**<br>MOVE | **JEFF YOUNG**<br>Realtors Property Resource | **REBECCA JENSEN**<br>Utahrealestate.com | ***Open Seat*** |

# CHARTER MEMBERS

nōshun software

stratus Data Systems, Inc.
www.stratusdata.com

FOCUSFORWARD
*A fresh look into your future*

RESO
Real Estate Standards Organizationization

Metro MLS

FBS
creators of flexmls®

# RESO MEMBERSHIP CLASSES

## Class A

The National Association of REALTORS® (NAR) is the exclusive Class A member. That membership entitles NAR to have:

- Two seats on the Board of Directors
- RESO Conference registration fees waived
- The right to approve the applicant pool for the Executive Director position

## Class B

If you are a Vendor Company, Here is what RESO membership offers to you:

- The ability to gain a competitive edge
- A voice in the standard-setting process
- The chance to steer the standard
- An opportunity to partner with your customers to find solutions

Any vendor, consultant, company or technology partner providing services to the real estate industry shall be eligible for Class B membership. Dues for Class B membership are based on the company's gross annual revenues:

| REVENUE | DUES AMOUNT |
|---|---|
| $25,000,000 and above | $25,000 |
| $10,000,000-$24,999,999 | $15,000 |
| $5,000,000-$9,999,999 | $7,500 |
| $1,000,000-$4,999,999 | $2,500 |
| $0-$999,999 | $500 |

## Class C

If you are an MLS or Association Executive, Here is what RESO membership offers to you:

- An opportunity to increase the value proposition to your customers (members and business partners)
- Support for software vendors to create innovative applications for your members
- Representation as an MLS in the decision-making process on the standards that will drive the future
- The chance to be part of the standards making process to insure accurate property listing data and syndication
- The ability to increase your expertise and participation at the highest levels

Any REALTOR® association or multiple listing service is eligible for Class C membership. Dues for Class C membership are based on the number of active subscribers in the MLS or active Realtors in the Association:

| MEMBERS | DUES |
|---|---|
| 50,000+ | $20,000 |
| 25,000-49,999 | $15,000 |
| 10,000-24,999 | $7,500 |
| 2,000-10,000 | $2,500 |
| 1-1,999 | $500 |

## Class D

If you are a real estate Agent, Broker or Brokerage, Here is what RESO membership offers to you:

- The ability to join the standards community and be an insider
- The ability to demonstrate leadership by advocating data accuracy in property listings and syndication
- The chance to increase your expertise and participation at your MLS regarding data standards for property listings

Any real estate brokerage firm, real estate broker or real estate agent shall be eligible for Class D membership. Dues for Class D membership are based on the total number of licensees.

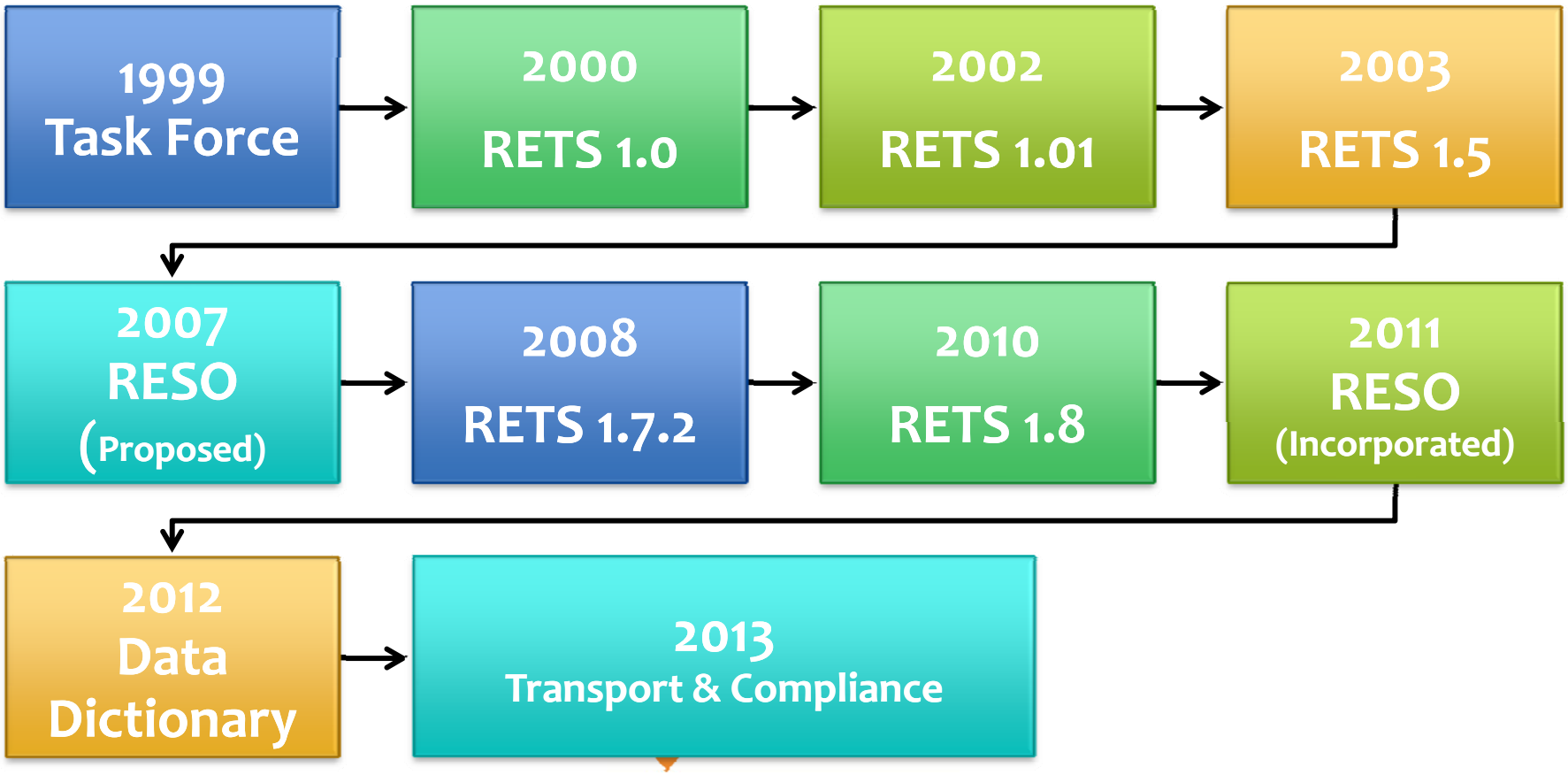
| LICENSEES | DUES AMOUNT |
|---|---|
| 50,000+ | $20,000 |
| 25,000-49,999 | $15,000 |
| 10,000-24,999 | $7,500 |
| 5,000-9,999 | $2,500 |
| 1-4,999 | $500 |

RESO
Real Estate Standards Organization

** RESO renewals are handled on an anniversary calendar.*

# 1999 to 2012

RETS workgroup began informal meetings to discuss data standards for MLS industry.



# The Task Force: 1999

| | |
|---|---|
| **LARRY COLSON**<br>Moore Data Management | **TONY SALVATI**<br>Grant Thornton |
| **TOM CURTIS**<br>Metro MLS | **ERROL SAMUELSON**<br>RealSelect, Inc. |
| **KEVIN KNOEPP**<br>GTE Enterprises | **ALAN SHAPIRO**<br>Interealty |
| **TOM MCLEAN**<br>Resolutions Software Consulting | **BRUCE TOBACK**<br>OPT, Inc. |
| **DAN MUSSO**<br>WyldFyre Technologies | **DALE STINTON**<br>NAR |

# RETS is a Data Transport Standard

REALTOR

Submit Listing Data

MLS

RETS SERVERS

RETS

MLS CONSUMER SEARCH PORTAL

WEB

Consumers

Consumers

RESO

Real Estate Standards Organizationization

CLIENT VENDORS

Realtor APPS

CMA

WEB

IDX

Realtors

GEO

MOBILE

BROKER'S IDX / VOW

WEB

Consumers

SYNDICATION PORTALS

WEB

Consumers

move

REALTOR.com

WEB

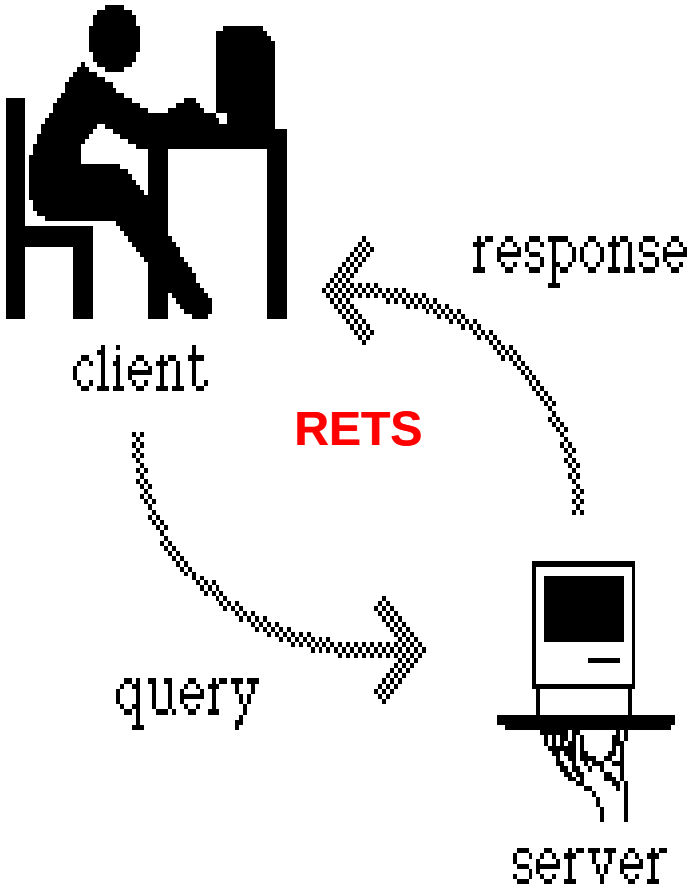
Consumers

RPR

First American CoreLogic

PRODUCTS

# RETS in Action




Data Names

META DATA

search

Data Types

data

B.2 Resource

```
<METADATA-RESOURCE Version="1.00.000"
  Date="2002-03-20T12:03:38Z" >
<COLUMNS>→ResourceID→StandardName→VisibleName→Description→
  ClassCount→KeyField→ClassVersion→ClassDate→ObjectVersion→
  ObjectDate→SearchHelpVersion→SearchHelpDate→EditMaskVersion→
  EditMaskDate →LookupVersion→LookupDate→UpdateHelpVersion→
  UpdateHelpDate →ValidationExpressionVersion→
  ValidationExpressionDate→ValidationLookupVersion →
  ValidationLookupDate→ValidationExternalVersion→
  ValidationExternalDate→</COLUMNS>
<DATA>→Agent→Agent→ Agent→Agent Table→1→ AgentId→1.00.000→
  2002-03-20T12:03:38Z→→→
```

# It All Begins With the Realtor's Listing…

## MLS INFORMATION

**MLS #** *System Generated*
**Status** *System Generated*

**Use Code*** *(1)*
- ☐ Single Family Residence
- ☐ Condominium
- ☐ Stock Cooperative
- ☐ Apartment
- ☐ Combo – Res & Com
- ☐ Loft
- ☐ Loft – Live and Work
- ☐ Manufactured 433
- ☐ Own Your Own
- ☐ Timeshare

**Property***
- ☐ Attached
- ☐ Detached

**Street Number*** _____ **Direction** *(1)* ☐ E ☐ N ☐ S ☐ W **Street Name*** _____

**Street Type** _____ **Unit #** _____ **City*** _____ **Area*** _____
*(Example: Avenue, Street, Alley, Circle)*

**County*** *(1)*
- ☐ Alameda (ALA)
- ☐ Alpine (ALP)
- ☐ Amador (AMA)
- ☐ Butte (BUT)
- ☐ Calaveras (CAL)
- ☐ Colusa (COL)
- ☐ Contra Costa (CC)
- ☐ Del Norte (DN)
- ☐ El Dorado (ED)
- ☐ Foreign Country (FC)
- ☐ Fresno (FRE)
- ☐ Glenn (GLE)
- ☐ Humboldt (HUM)
- ☐ Imperial County (IM)
- ☐ Inyo (INY)
- ☐ Kern County (KE)
- ☐ Kings (KIN)
- ☐ Lake (LAK)
- ☐ Lassen (LAS)
- ☐ Los Angeles County (LA)
- ☐ Madera (MAD)
- ☐ Marin (MRN)
- ☐ Mariposa (MPA)
- ☐ Mendocino (MEN)
- ☐ Merced (MER)
- ☐ Modoc (MOD)
- ☐ Mono (MNO)
- ☐ Monterey (MON)
- ☐ Napa (NAP)
- ☐ Nevada (NEV)
- ☐ Orange County (OR)
- ☐ Other State (OS)
- ☐ Placer (PLA)
- ☐ Plumas (PLU)
- ☐ Riverside County (RI)
- ☐ Sacramento (SAC)
- ☐ San Benito (SBT)
- ☐ San Bernardino County (SB)
- ☐ San Diego County (SD)
- ☐ San Francisco (SF)
- ☐ San Joaquin (SJ)
- ☐ San Luis Obispo County (SO)
- ☐ San Mateo (SM)
- ☐ Santa Barbara County (BA)
- ☐ Santa Clara (SCL)
- ☐ Santa Cruz (SCR)
- ☐ Shasta (SHA)
- ☐ Sierra (SIE)
- ☐ Siskiyou (SIS)
- ☐ Solano (SOL)
- ☐ Sonoma (SON)
- ☐ Stanislaus (STA)
- ☐ Sutter (SUT)
- ☐ Tehama (THE)
- ☐ Trinity (TRI)
- ☐ Tulare (TUL)
- ☐ Tuolumne (TUO)
- ☐ Ventura County (TUO)
- ☐ Yolo (YOL)
- ☐ Yuba (YUB)

**State*** ____ **Zip*** _____ **Zip 4** _____ **TGNO*** _____

**Country*** _____ **Cross Streets*** _____

**…act Code*** _____ **Builder Tract Name** _____
*…ailable at InsideTract.com)* **Builders Name** _____

☐ Y ☐ N **List Price*** _____ **List Price Low** _____ **List Price High** _____

**…eement Type***
- ☐ Exclusive Agency
- ☐ Exclusive Right To Sell or Lease
- ☐ Exclusive Right with Exception
- ☐ Open
- ☐ Probate

**Service Level*** *(1)*
- ☐ Full Service
- ☐ Limited Service
- ☐ MLS Entry Only

**Model Code*** ____
**Model Name** _____

…ne Level ☐ Three or More levels **Hi-Rise Floor Entry** ____ **Hi-Rise Total Floors** ____
…plit Level ☐ Two Levels

…alls
- ☐ 1 common wall
- ☐ 2+ common walls
- ☐ No common walls
- ☐ No one above
- ☐ No one above or below
- ☐ No one below

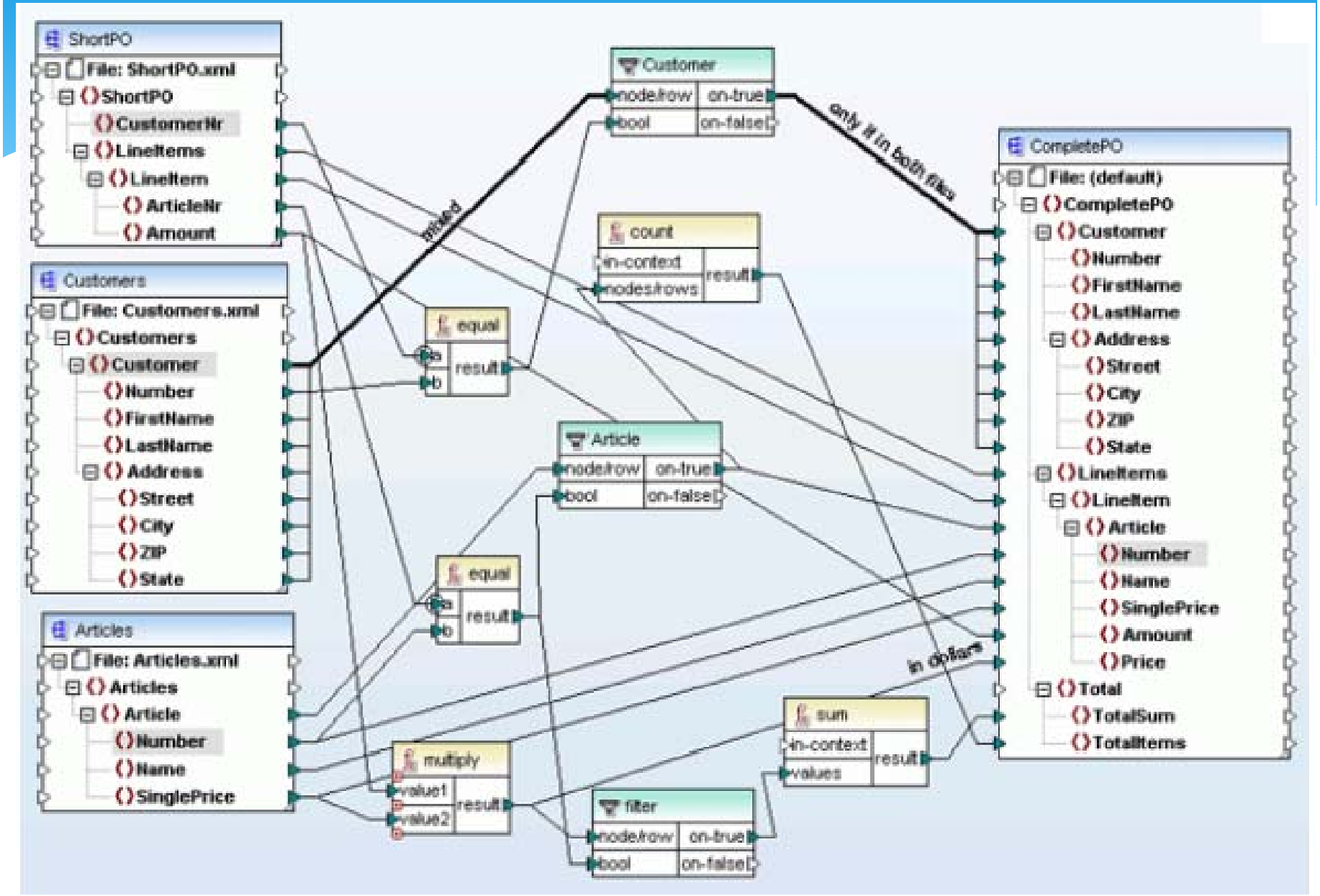
**Year Built*** _____ **Year Built Source*** *(1)*
- ☐ Appraiser
- ☐ Assessor
- ☐ Builder
- ☐ Estimated
- ☐ Landlord/Tenant/Seller
- ☐ Other
- ☐ Plans

RESO
Real Estate Standards Organizationization

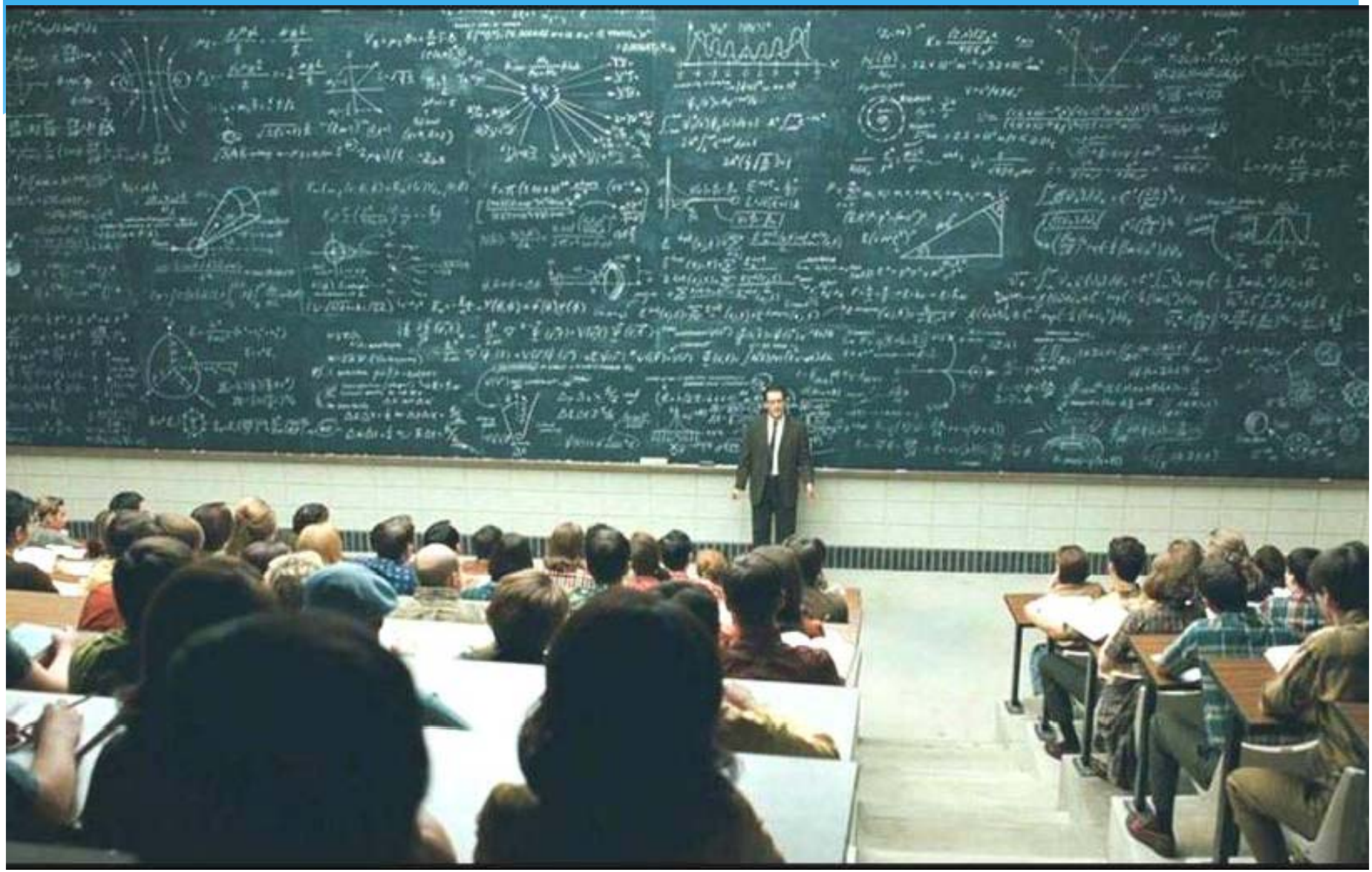
# Why REALTORS® Need RETS

RESO
Real Estate Standards Organization

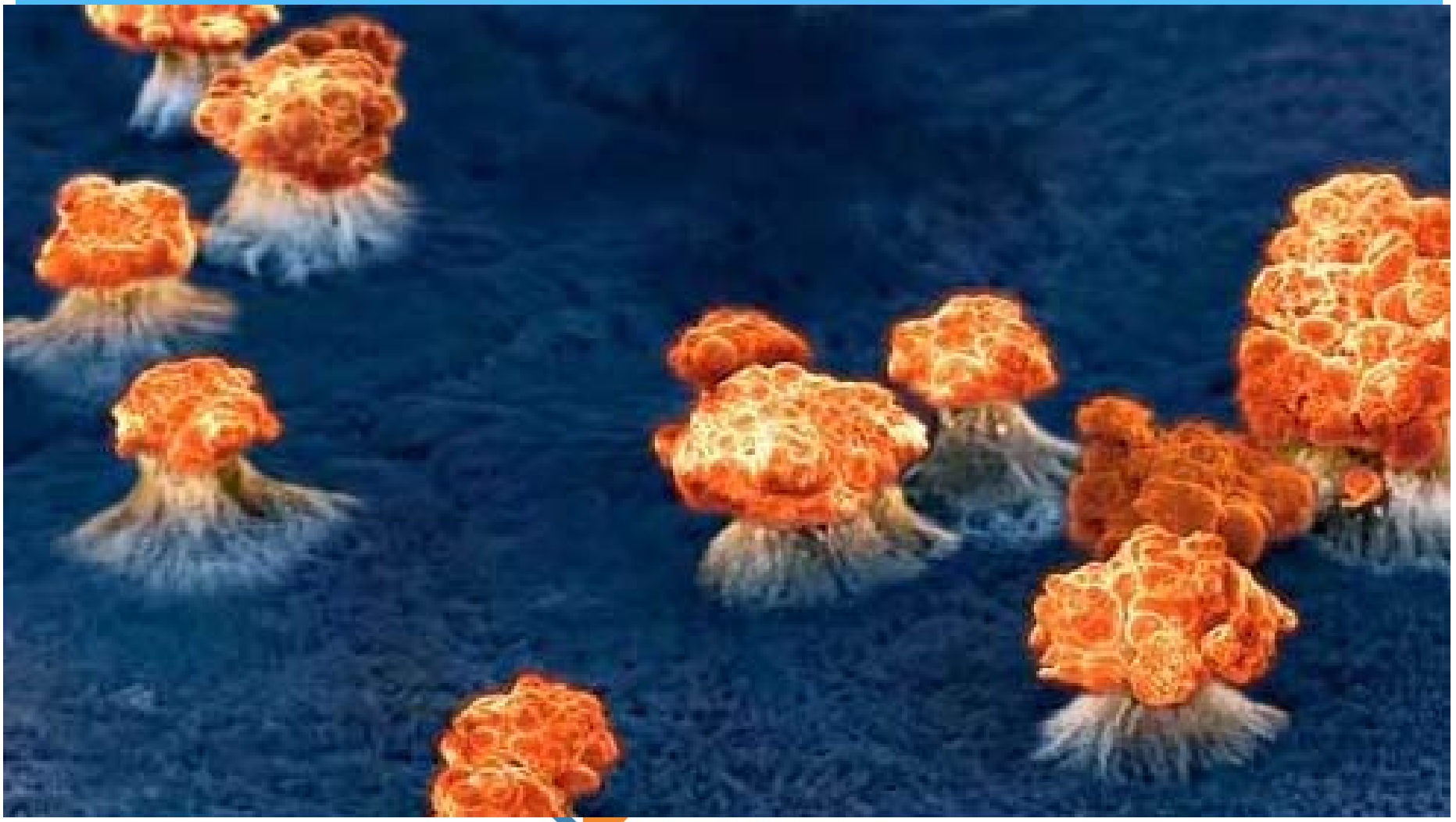
# Solving What Problems?



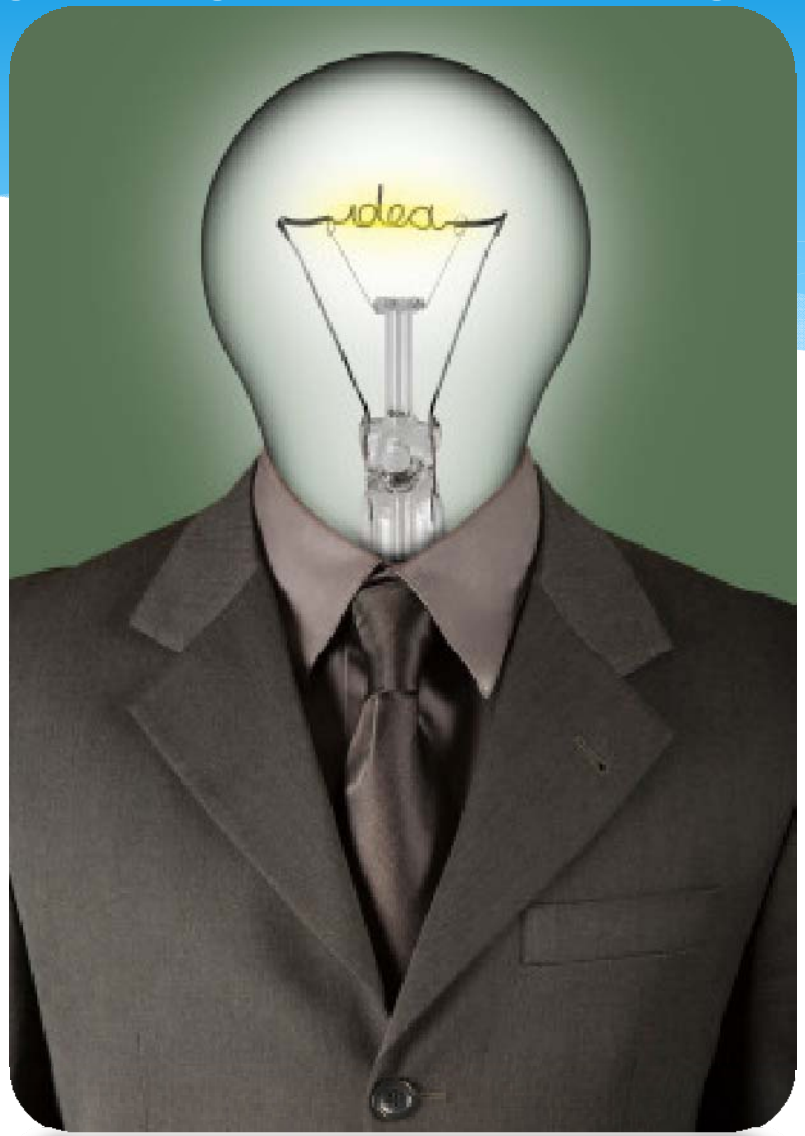
# Writing Data Standards



# Data Standards Will Launch an App Explosion

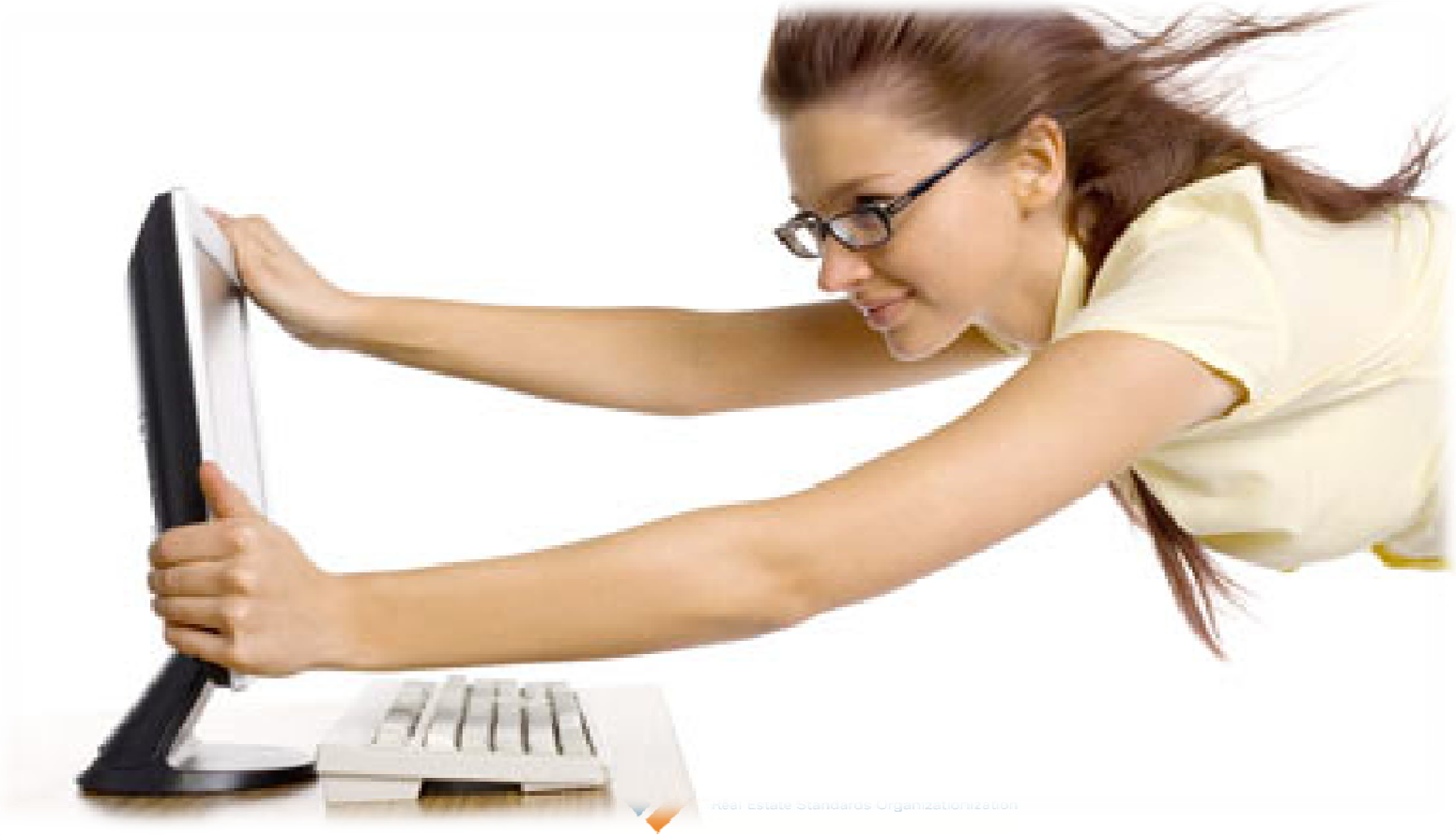


# Innovators Will Innovate




RESO
Real Estate Standards Organizationization

# Realtors & Consumers Will Embrace



# New Real Estate Apps

# Join RESO and Attend a RETS Conference

# Your Speakers Today

**Rob Overman**

**noshun software**

**Travis Wright**

**Executive Director, RESO**

RESO
Real Estate Standards Organization
CHARTER MEMBER

* Technology direction up to 2012
* Technology direction 2013
* R&D Work Group
* Transport Work Group


RESO
Real Estate Standards Organization

# History of Technology vs Business

* RETS community was created as a Technology initiative.
  * RETS solved a Technical problem
  * Original Board of Directors was comprised of Business Sub Committee and Technology Sub Committee
  * Education and Outreach Work Group


RESO
Real Estate Standards Organization

# History of Technology vs Business

* New RESO shift to solving Business Problems
* Board configuration changes
* Old Sub Committees no longer valid
* 2012 Proposal for Technology Committee
  * Committee Chair – RESO Director
  * Comprised of Work Group Chairs and/or Vice-Chairs
  * Define WG Policies and Procedures
  * Review R&D Work Group Recommendations

mmend Technology Initiatives to Board

RESO
Real Estate Standards Organization

RESO
Real Estate Standards Organization

# 2013 Technology Committee

* Current Focus/Responsibilities
  * Anticipate Technology Shifts
    * API
    * Big Data, Syndication
  * Foster and Encourage INNOVATION
  * Cross-Work Group Communication, Collaboration and Reuse

RESO
Real Estate Standards Organization

RESO
Real Estate Standards Organization

# 2013 Technology Committee

* Expand Scope of Thinking
  * Fluid Page Layouts
  * Web Sockets / Push
  * Mobile-only Applications


RESO
Real Estate Standards Organization

# 2013 Technology Committee

* RESO is MORE than just RETS
* *RESO Mission: Provide an environment for the development and implementation of data standards and processes that facilitate innovation, insure portability, eliminate redundancies and obtain maximum efficiencies for all parties participating in the real estate*

RESO
Real Estate Standards Organization

RESO
Real Estate Standards Organization

# R&D Work Group

* Created in Feb, 2010
* *Mission: The purpose of the RESO Research & Development Workgroup is to solicit and review submitted **business cases** from the real estate community and identify how RESO can contribute to the benefit of that business process. The submitted cases will be reviewed with representatives from the impacted stakeholder groups to document specific goals and objectives. The resultant business case opportunity will then be submitted to the RESO BOD for approval and assignment.*

RESO
Real Estate Standards Organization

RESO
Real Estate Standards Organization

# R&D Work Group

* Core Composition: MLS Technology Leaders, Software Developers and Consultants
* Work Product
  * Business Case Evaluations
  * Stakeholder Support
  * Proposal Review and Benefit Analysis
    * Application Interoperability Work Group Proposal
  * Recommendations to Board and Work Groups
    * Whitepaper "Mobile Data Access Recommendations"
    * Data Dictionary Support and Review

RESO Real Estate Standards Organization

RESO Real Estate Standards Organization

# R&D Work Group

* Getting Involved
  * All are welcome
  * Google Group – "RESO Research & Development"
  * http://tinyurl.com/263klop
  * Bi-Weekly Conference Calls
    * Next Call on Nov 15


RESO Real Estate Standards Organization

# Transport Work Group

* Chartered 2012
* Chair – Scott Petronis, OnBoard Infomatics
* Transport is the movement of data from one computer to another.


RESO
Real Estate Standards Organization

# Transport Work Group

* The Problem
  * RETS 1.x Transport is old and inefficient
  * Steep Learning Curve
  * Sort of Proprietary
* The Solution
  * Take Advantage of Current Technology
  * New RESTful API
  * Shallow Learning Curve
  * Common in Web Development


RESO
Real Estate Standards Organization

# Transport Work Group

* Excellent Working Session in Sept
* Replicate vs Real-Time
* Build a Standardized API Document
* Merge API Efforts from Multiple MLS Vendors
* Focus on Simplicity and Usability
* Use OData, XML, JSON and other software industry standards


RESO Real Estate Standards Organization

# Transport Work Group

* Next Steps
  * API submissions and review
  * Draft Specification (Q1 – Q2)
  * Security and Authentication


RESO Real Estate Standards Organization

# Rob Sits Down

* Thank you!


RESO
Real Estate Standards Organization

# Have a Great Conference!

**Travis Wright**

travis-wright@comcast.net

281-217-2789